

Message Text

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ACTION NEA-10

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E.O. 11652: N/A
TAGS: BEXP MU
SUBJECT: FEB 78 MATERIALS HANDLING SPECIALIZED MISSION

REF:(A) STATE 107218; (B) 76 MUSCAT 0776

1. IN RESPONSE TO REFTEL A, WE ARE SUBMITTING THE FOLLOWING
INFORMATION ABOUT THE MATERIALS HANDLING MISSION IN OMAN.

A. MUSCAT AND SALALAH

B. BEST SALES PROPECTS EXIST FOR EQUIPMENT USED IN ROAD,
HARBOR AND INDUSTRIAL PROJECT CONSTRUCTION. THIS MAINLY INCLUDES
CONSTRUCTION MACHINERY SUCH AS BULLDOZERS AND OTHER EARTHMOVING
EQUIPMENT, TRUCKS, BACKHOES, TRACTORS, CEMENT MIXERS, ETC. DUE
TO STAGNANT RESIDENTIAL AND OFFICE CONSTRUCTION WE WOULD RECOMMEND
AGAINST TOO GREAT A STRESS ON MATERIALS HANDLING EQUIPMENT
GEARED TO VERTICAL CONSTRUCTION. CONSTRUCTION EQUIPMENT
IMPORTS IN 1975 WERE \$40 MILLION AND TRUCKS USED FOR CONSTRUCTION
\$10 MILLION.

C. WEST GERMAN, BRITISH AND JAPANESE EQUIPMENT IS QUITE COM-
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PETITIVE. SOUTH KOREANS ARE ALSO INTERESTED IN ENTERING
MATERIALS HANDLING MARKET.

D. NONE

E. WHILE OFFICE BUILDINGS AND HOUSING CONSTRUCTION IS DE-
PRESSED FOR FORESEEABLE FUTURE, THE OMANGOV IS PLANNING

SIGNIFICANT INDUSTRIAL DEVELOPMENT FOR 1978/79. THESE INCLUDE
A CEMENT PLANT, A SMALL REFINERY, A REROLLING PLANT, INDUSTRIAL
ZONES AT RISAYL AND BARKHA, AND EXPLOITATION OF OMAN'S COPPER
RESERVES. SMALL PORTS ARE PLANNED AT SUR AND SOHAR.
SIZER

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NNN

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